

What Buyers Want

Great Western Malting Preference

**Corn may feed the world,
*Barley makes it happy***



Varieties

- Six Rows
 - Foster
 - Legacy
 - Morex
 - Stander
 - Excel
 - Robust
- Two Rows
 - Harrington
 - 1202
 - Garnet

Specifications

- | | |
|----------------------------|----------------------------|
| • Six row | • Two Row |
| – 13.5 Protei | – 13.0 Protei |
| – 13.0 Moisture | – 13.0 Moisture |
| – 5 % Thin thru a 5 screen | – 5 % Thin thru a 5 screen |
| – 70 % Plump | – 80% Plump |
| – 96% Germination | – 96% Germination |
| – 2% Wheat 1% Oats | – 2% Wheat 1% Oats |
| – 3% Other Variety | – 3% Other Variety |
| – 5% Skinned and Broken | – 5% Skinned and Broken |

Reasons for Specifications

- Protein-High
 - Off Flavors in Beer
 - Lower Extract
 - Slow Filtration
- Moisture
 - Storage risks
 - Bin heat
 - Insects
 - Germ loss

Reasons for Specifications

- Thin Barley
 - Economic loss from cleaning
- Wheat and Oats
 - Wheat cannot be cleaned out effectively
 - Oats require extra cleaning
 - Make it through to the finished product

Reasons for Specifications

- Varietal mixes
 - Varieties malt differently
 - Uneven finished product
 - Use certified seed to ensure purity
- Skinned and Broken
 - Higher clean out
 - Germination problems
 - Easy to control
 - Proper combine settings

Open Market Purchases

- 30 % of yearly needs
- Buy two and six row
- Check with local rep before planting

Pricing Structure

- Contracts are a premium over feed.
 - Compete against other commercial malt companies
 - Malt is not typically priced in winter and spring.

